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INCOMING TELEGRAM *Department of State*

EXCISE 5 Jordan

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DAUSRO VIA OTHER MEANS, DEPT REPEAT AS DESIRED

DEPARTMENT OF STATE A/CDC/MR
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SUPERSONICS

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1. QUAI'S [redacted] CALLED IN EMBOFF (SEBASTIAN) NOV 18 TO INFORM HIM THAT FRENCH AND JORDANIANS HAVE REACHED AGREEMENT IN PRINCIPLE ON STIPULATIONS OF CONTRACT BUT THAT JORDANIANS HAVE EXPRESSED DESIRE CONSULT WITH USG PRIOR CONCLUSION ACCORD, GENERAL KHAMMASH STILL HERE; BUT MINISTER ECON ZUBI HAD LEFT FOR WASHINGTON AND PLANNED BE IN TOUCH WITH

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USG ON VARIOUS MATTERS PRESUMABLY INCLUDING SUPERSONICS, HAWKS AND RELATED FINANCIAL PROBLEMS. FRENCH WOULD GREATLY APPRECIATE BEING KEPT INFORMED OF TENOR THESE CONVERSATIONS IN AS MUCH DETAIL AS POSSIBLE.

2. QUAIOFF SAID FRANCO-JORDANIAN AGREEMENT IN PRINCIPLE COVERED 36 MIRAGE IIIE TRANSACTION. PRICE WAS "APPROX. 600 MILLION FRENCH FRANCS". TERMS EIGHT YEARS AT 3.75 PERCENT.

3. PRIOR GIVING FOREGOING INFO, QUAIOFF EXPRESSED HIMSELF IN STRONG TERMS ABOUT INJECTION US HAWK OFFER VIA UK INTO SITUATION, "WHICH HAD MADE MUCH NOISE HERE". HE SAID FRENCH GOVT HAD BEEN SURPRISED BY SUDDEN US OFFER WHICH HAD EFFECT OF "RESTORING PARITY BETWEEN COMPETITORS". USG HAD GIVEN FRENCH TO UNDERSTAND THAT IT WOULD LIKE SEE JORDAN ACQUIRE MIRAGES. TO BE SURE FRAMEWORK US POLICY HAD BEEN CLEARLY SET FORTH, VIZ. THAT US PREFERRED AREA STATES MEET THEIR MILITARY AIRCRAFT REQUIREMENTS IN WESTERN EUROPE. HOWEVER, YEAR'S EXCHANGE OF VIEWS ON PROBLEMS AND POSSIBILITIES FRENCH MIRAGE SALES HAD INEVITABLY

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-2- 2803, NOVEMBER 19, FROM: PARIS

LEFT IMPRESSION WITH GOF THAT US THINKING LARGELY OF FRENCH AIR-CRAFT. US HAWK OFFER THROUGH UK WOULD HAVE BEEN BETTER UNDERSTOOD IF GOF HAD BEEN INFORMED IN ADVANCE THAT THIS STEP IN OFFING IF TRANSACTION FAILED MATERIALIZE WITHIN GIVEN TIME LIMIT. COMING

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AS IT DID, AFTER THE FACT AND WHEN FRENCH HAD IMPRESSION THEY ON VERGE CLOSING DEAL. IT HAD HAD EFFECT OF STRENGTHENING HAND OF THOSE WHO OPPOSED CONTINUED FRANCO-AMERICAN COOPERATION IN AREAS SUCH AS MIDDLE EAST WHERE OUR INTERESTS DO NOT CONFLICT AND OUR COUNTRIES PURSUE LARGELY PARALLEL POLICIES WHILE EMBARRASSING INTERESTED QUAI OFFICIALS WHO HAD PUSHED COOPERATIVE STANCE WITHIN GOF AND HOPED BE ABLE CONTINUE DO SO. QUAI UNSURE WHETHER HAWK OFFER SIGNALED NEW US POLICY OR AT MINIMUM MERELY DISTORTION PREVIOUS LINE. QUAI HAD GONE TO UNUSUAL LENGTHS KEEP US INFORMED OF MATTERS INVOLVING THIRD COUNTRIES IN WHICH SUBSTANTIAL MATERIAL FRENCH INTERESTS AT STAKE9 IF HIGHER LEVELS FRENCH GOVT WERE TO COOME TO BELIEVE THAT INFO SUPPLIED BY QUAI HAD BEEN USED BY US TO DETRIMENT FRENCH INTERSTS, QUAI'S EFFORTS BE FORTHCOMING COULD NOT BE CONTINUED.

4. EMBOFF REVIEWED TRADTIONAL US POSITION THAT AREA STATES SATISFY THEIR MILITARY AIRCRAFT NEEDS FROM FRIENDLY WESTERN EUROPEAN SOURCES, WHICH OF COURSE PRIMARILY BRITAIN AND FRANCE, AND NOTED THAT THIS POSITION HAD BEEN CONSISTENTLY MAINTAINED BOTH HERE AND IN WASHINGTON. THIS POSITION UNCHANGED. ONLY NEW

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ELEMENT HAD BEEN POSITIVE US RESPONSE TO UK INTIATIVE SUGGESION THAT US CONTRIBUTION HAWKS TO FORM PACKAGE FOR ALTERNATIVE CONSIDERATION INTERESTED AREA GOVTS. IF THESE GOVTS REACHED AGREEMENT WITH FRANCE TO ACQUIRE MIRAGES UNDER CONDITIONS BARRING WAY TO MIGS, EMBOFF SAID, US WOULD CONSIDER ITS POLICY OBJECTIVES HAD BEEN ATTAINED. THERE HAD BEEN NUMBER OF EXCHANGES ON POSSIBLE MIRAGE SALES OVER MANY MONTHS BUT THESE EXCHANGES WERE OUTGROWTH EVOLVING CIRCUMSTANCES INCLUDING FRENCH TECHNICAL AND FINANCIAL DIFFICULTIES, ARAB SUMMIT DECISIONS, SOVIET AND UAR OFFERS ETC. EMBASSY AND USG SINCERELY APPRECIATIVE FRENCH WILLINGNESS KEEP US INFORMED THESE MATTERS AND VALUED COOPERATION WITH FRANCE IN FLUID MIDEAST SITUTION AS ELSEWHERE. EMBOFF

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CONVINCED FRENCH INFO HAD NOT BEEN MISUSED TO DETRIMENT FRENCH INTERESTS AND OFFER HAWKS IN RESPONSE UK SUGGESTION SHOULD NOT BE READ AS DECISION FAVOR LIGHTNING OVER MIRAGES OR AS NEW US POLICY, BUT ONLY AS EFFORT BLOCK CHEAP MIG DEAL.

5. COMMENT: EVIDENT FROM QUAIOFF'S REMARKS, WHICH PRESENTED WITH FEELING, THAT FRENCH FEEL THEY HAD TO SOME EXTENT BEEN LED TO BELIEVE US WOULD REMAIN OUT OF PICTURE OR AT LEAST BRING FRENCH INTO PICTURE PRIOR TO FAITS ACCOMPLIS. ALSO SEEMS CLEAR THAT

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QUAI OFFICIALS [redacted] FEEL EXPOSED WITHIN GOF AS RESULT REPERCUSSIONS OF HIGH OF UNEXPECTED US MOVE AND THAT LACK ANY ADVANCE NOTIFICATION THIS AMERICAN INITIATIVE RESENTED ACCORDINGLY.

IN CIRCUMSTANCES PARTICULARLY IF FRANCO-JORDANIAN AGREEMENT IN PRINCIPLE IS CONFIRMED, EMBASSY RECOMMENDS THAT WE BE AUTHORIZED ON INSTRUCTIONS CONVEY REAFFIRMATION ESSENTIALS OUR TRADITIONAL POSITION AT LEVEL AT WHICH GOF REACTION CONVEYED TO US. CREDIBILITY THIS POSITION SHOULD BE BUTTRESSED BY MAKING AVAILABLE TO QUAI MAXIMUM INFO POSSIBLE HAVING BEARING ON CONCRETE FRENCH INTERESTS INVOLVED (SEE ALSO EMBTEL 2368 PARAGRAPH 1) SO LONG AS US POLICY LEAVE FIELD TO EUROPEAN SUPPLIERS CONTINUES TO OBTAIN. STRAIN MAY TAKE SOME TIME TO WORK OUT BUT FULL REPORT PERTINENT PORTION ZUBI CONVERSATIONS FOR USE WITH QUAI WOULD BE USEFUL.

DEPT MAY ALSO WISH CONSIDER WHETHER IT DESIRABLE INFORM FRENCH US HAWKS ALSO AVAILABLE TO THEM FOR PACKAGE OFFER. THEY HAVE NOT RAISED THE QUESTION BUT OFFER MIGHT PROVE ADVANTAGEOUS TO US PARTICULARLY VIEW FACT LEBANESE ALREADY SEEM FEEL COMMITTED ACQUIRE SOME MIRAGES AND ARE KNOWN DESIRE HAWK.

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